

Central Intelligence Agency



Washington, D.C. 20505

31 October 1986

Mr. Steven Haeckel
Director of Advanced Market Development
IBM Corporate Headquarters
2000 Purchase St.
Purchase, New York 10577

Dear Mr. Haeckel:

We are pleased and honored that you have accepted Ed Maloney's invitation to address our Information Industry Futures briefing session on Tuesday 24 March 1987.

This briefing is something new for us. It was stimulated by the steadily increasing significance of the information technologies in our business, and our increasing organizational dependence upon it. While the Agency has been a leader in exploiting computer systems for the automation of specific office functions, putting terminals on most office desks, this automation has served as an adjunct to the paper world. Now that we are rapidly transitioning to a softcopy office environment, and the paper is really starting to disappear, the industry has everybody's attention. Additionally, as a corporate entity, our information service organizations have progressed from providing adjunct automation capabilities to being an integral element of each organization's operational capability. The difference is quite noticeable in the way information resource budget issues are now addressed.

The problem of planning with the steadily increasing technical diversity of the industry is compounded by the fact that we have a much greater technical literacy of customers. They now follow the technology and have their own ideas about what things should be done and how. Sharp budgeting limitations and our need to have an integrated environment, however, constrain what we can incorporate. To be affordable and maintainable, our perspective is that we must develop a "standardized" architecture, exploiting commercial technology to the maximum practicable extent, but limiting its diversity. So, there is an interest in the futures assessment in the developments that can be expected to provide an integrated environment, as well as the new facilities the customer might be offered. And the dimension of integrability is important in assessing the utility of potential facilities.

The consequence of the dual thrusts to exploit the next generation of automation technology and integrate all the capabilities is a corporate need to have a better appreciation for where the industry and its technology are headed. While we implement on the basis of what is on the shelf today, we have to build towards where we believe we are headed in, say, five to seven years. And we have to do it by transitioning a very substantial installed base, not a revolutionary change.

As you know, our processing base is IBM, and it is basically a centralized, host dependent architecture. Clearly, we are rapidly headed towards a much more distributed environment for the 1992-1994 time frame. The types of facilities that your company sees technology offering to support this distribution would be of great interest. Examples might be distributed DBMSs and their associated control and management facilities; access, configuration and status control of a large, heterogeneous network; and information provision systems that go beyond basic retrieval systems, such as might be provided by incorporating AI facilities into relational DBMSs. Our Agency customers would also be interested in the sort of advanced capabilities you foresee being available to them in local environments that would have functional adjuncts in associated mainframe environments.

With regard to arrangements, we will be able to pay you an honorarium of \$1000, and, of course, we pay expenses. We anticipate having a speakers lunch the day of the event and a reception after the briefing, attended by senior Agency managers. We would like you to join us for the reception as well as the lunch; we anticipate it being a useful exchange of perspectives among senior managers.

I will call you to discuss your preliminary thoughts on content of your presentation. Then, I will follow that up in a few weeks more with a preliminary speakers agenda, identifying the speakers and postulating a preliminary allocation of topics, based on my phone conversations with the speakers. Since the objective is to present a mosaic, I will be trying to avoid excessive overlap, but accepting some as worthwhile in order to clarify the uncertainties and range of perspectives and possibilities. At that time I will be asking for a first look from you on the breakdown of your suggested topics and any changes that you think might improve the program. If you have any further thoughts in the meantime, please feel free to call me at [redacted]

Yours truly,

[redacted]
Chief, Architecture and Technology
Planning Staff
Office of Information Technology

OIT/C/ATPS [redacted]

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